



**General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address GSA Advantage! is: GSAAdvantage.gov.



Schedule for – Logistics Worldwide (Logworld)

FSC Group 874 V

Class R706

GSA Contract: GS-10F-0565N

Contract period: 5 September 2008 – 4 September 2013

Stanley Associates, Inc.

12601 Fair Lakes Circle

Fairfax, VA 22033-4902

Telephone 703-227-6000

Fax: 703-227-7478

www.stanleyassociates.com

Email: gwacsc@cgifederal.com

Business Size: Other than small business/ Large

Price list current through PS-0015 dated November 15, 2012

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://fss.gsa.gov>.

GSA Schedule 874

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CUSTOMER INFORMATION

1. Awarded Special Item Numbers (SINs):

Special Item Numbers		Page Number (for job titles and hourly rates)
874-501 874-501 RC	Supply and Value Chain Management Services	15
874-503 874-503 RC	Distribution and Transportation Logistics Services	15
874-504 874-504 RC	Deployment Logistics	15
874-505 874-505 RC	Logistics Training Services	15
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2. Maximum Order

For all SINs the maximum order threshold is \$ 1,000,000.00.

A delivery order that exceeds the maximum order may be placed with the Contractor selected in accordance with FAR 8.404. The order will be placed under the contract.

3. Minimum Order

For all SINs the minimum order threshold is \$100.00.

4. Geographic Scope of Contract (Delivery Area)

Worldwide

5. Discount From List Prices (Net Price)

Prices shown are NET prices, basic discounts have been deducted

- | | |
|--------------------------------------|--------|
| a. Prompt Payment | - None |
| b. Quantity | - None |
| c. Dollar Volume | - None |
| d. Government Education Institutions | - None |

6. Quantity Discounts

No quantity discounts are available under this contract.

7. Prompt Payment Terms

Payment terms are NET 30.

8. Government Purchasing Card

- Government Purchase cards are accepted for payments at or below the micro-purchase level.
- Government Purchase cards are not accepted for payments above the micro-purchase level.

9. Time of Delivery

Thirty (30) days after receipt of order or as mutually agreed upon by Stanley and the buying agency. There are no items available for expedited, overnight or urgent delivery.

10. F.O.B. Points

All destinations

11. Ordering Address

Stanley Associates Inc.
12601 Fair Lakes Circle
Fairfax, VA 22033-4902

Email: gsaschedule@stanleyassociates.gov

We have provided a separate section for ORDERING PROCEDURES on page 4.

12. Payment Information

Non-EFT Payments (Checks/ US Mail):

Stanley Associates Inc.

P.O. Box 741387

Atlanta, GA 30374-1387

*For wire transfer payments, bank account information will be shown on the invoice.

13. Participating Dealers

None.

14. If applicable, Section 508 compliance information on services in this contract is available in Electronic and Information Technology (EIT) at the following:

www.stanleyassociates.com/capabilities/contract_vehicles/contracts-gsa.asp

The EIT standard can be found at: www.Section508.gov

15. Data Universal Numbering System (DUNS) number:

14-4202843

16. Central Contractor Registration (CCR) database

Stanley Associates is registered with the Central Contractor Registration Database. Our registered number is 6G280.

17. Stanley Associates will accept Labor Hour and Firm Fixed Price orders under this contract.

Ordering Procedures for Services

FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a Schedule. GSA has established special ordering procedures for services that require a Statement of Work. These special ordering procedures take precedence over the procedures in FAR 8.404 (b)(2) through (b)(3).

GSA has determined that the prices for services contained in the contractor's price list applicable to this Schedule are fair and reasonable. However, the ordering office using this contract is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

- (a) When ordering services, ordering offices shall—
 - (1) Prepare a Request (Request for Quote or other communication tool):
 - (i) A statement of work (a performance-based statement of work is preferred) that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.
 - (ii) The request should include the statement of work and request the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering office makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour or time-and-materials proposal may be requested. The firm-fixed price shall be based on the prices in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other direct charges related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor-hour and time-and-materials orders.
 - (iii) The request may ask the contractors, if necessary or appropriate, to submit a project plan for performing the task, and information on the contractor's experience and/or past performance performing similar tasks.
 - (iv) The request shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical qualification of responses.
 - (2) Transmit the Request to Contractors:
 - (i) Based upon an initial evaluation of catalogs and price lists, the ordering office should identify the contractors that appear to offer the best value (considering the scope of services offered, pricing and other factors such as contractors' locations, as appropriate).
 - (ii) The request should be provided to three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not exceed the maximum order threshold. For proposed orders exceeding the maximum order threshold, the request should be provided to additional contractors that offer services that will meet the agency's needs. Ordering offices should strive to minimize the contractors' costs associated with responding to requests for

quotes for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement. Oral presentations should be considered, when possible.

(3) Evaluate Responses and Select the Contractor to Receive the Order:

After responses have been evaluated against the factors identified in the request, the order should be placed with the schedule contractor that represents the best value. (See FAR 8.404)

(b) The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering office the opportunity to secure volume discounts. When establishing BPAs, ordering offices shall—

- (1) Inform contractors in the request (based on the agency's requirement) if a single BPA or multiple BPAs will be established, and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.
 - (i) SINGLE BPA: Generally, a single BPA should be established when the ordering office can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The schedule contractor that represents the best value should be awarded the BPA. (See FAR 8.404)
 - (ii) MULTIPLE BPAs: When the ordering office determines multiple BPAs are needed to meet its requirements, the ordering office should determine which contractors can meet any technical qualifications before establishing the BPAs. When multiple BPAs are established, the authorized users must follow the procedures in (a)(2)(ii) above and then place the order with the Schedule contractor that represents the best value.
- (2) Review BPAs Periodically: Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value. (See FAR 8.404)
 - (c) The ordering office should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.
 - (d) When the ordering office's requirement involves both products as well as executive, administrative and/or professional, services, the ordering office should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the best value. (See FAR 8.404)
 - (e) The ordering office, at a minimum, should document orders by identifying the contractor from which the services were purchased, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For agency requirements in excess of the micro-purchase threshold, the order file should document the evaluation of Schedule contractors' quotes that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

DESCRIPTION OF SERVICES

Stanley Associates was founded in 1966 with a focus on operational research of transportation issues. In the mid-1980's, we began developing IT solutions for transportation and logistical distribution business requirements. Stanley is a highly successful, 1200 employee, professional services company providing innovative and customized solutions for federal and commercial clients. Our expertise focuses on the full life-cycle of the logistic services involved in supply chain management. In performing work, we provide consulting services of great depth and scope from strategic planning to economic modeling to operations and maintenance. To assist in implementation, we offer acquisition logistics services ranging from development of technical specifications and technical statements of work to the preparation of documentation to procure equipment, supplies, and services for air, sea, or land based logistics and transportation operations. We do fleet planning and operations and maintenance in addition to detailed ship loading planning and analysis. Based upon our knowledge gained from planning to performing turn key operations, Stanley is engaged in training at all levels of logistics.

Stanley serves a wide variety of clients including the Departments of State, Defense, Transportation, Justice, Treasury, and Energy. More recently, we have expanded into Department of Commerce, Environmental Protection Agency (EPA), Federal Communications Commission (FCC), and the private sector.

SIN 874-501 and SIN 874-501RC: Supply and Value Chain Management Services

On a planning basis, strategic planning is an integral part of Stanley's support to our customers. We use the development of an operational architecture approach as an excellent method for designing and developing a plan to achieve the strategic goals of the client. The operational architecture approach and final results become an integral part of the strategic and action plans to transform the organization's logistics chain. The planning process itself is executed as an accelerated concept definition project. The operational architecture's products identify the functional foundation and actions needed to achieve that transformation. In the process we blend our considerable operational experience into the client's vision of a future and their needs on a very practicable basis.

The plan supports detailed logistics planning, orders development and generation of essential information for executing and assessing ones logistics operations. It can be implemented employing advanced technical, logistics, and managerial techniques to deliver multiple, increasingly capable, responses.

One gathers initial information to compare capabilities against requirements with the idea to better manage and operate the movement of materials with available assets to and from one's warehouses. The logisticians use technology to fully participate in the planning and execution of the deployment or redeployment operations while providing the end-users with real-time visibility of arriving assets. Meanwhile, the managers can to make informed decisions about whether the logistics plans can support mission accomplishment or alternatives need to be constructed. Thus one has Total Asset Visibility.

On an operational basis, Stanley provides comprehensive supply chain management process and support systems to track equipment receipt, storage, requisition filling, transport, and reclamation activities for its clients. In one case, we are responsible for receipts, inventory management, storage, requisition processing, and material transport of the client's materials. We lease, operate, and maintain their warehouse facility. We transport authorized shipments to the supply center for packaging and shipment processing. We use a database management system to record/track transactions and to provide a monthly status report. Kits are used to repair, replace, upgrade, or modify specific items. We assemble, warehouse, and inventory kits. This is a nationwide warehouse management program.

Acquisition Logistics

In the field of Acquisition Logistics, Stanley develops technical specifications, technical statements of work, and other acquisition documentation required for the procurement of equipment, supplies and services to support air, sea, and land based logistics and transportation operations. Stanley is expert at identifying, qualifying, selecting, and dealing with vendors who provide products and services to support such operations. It continues then to be involved in the monitoring of such ventures to determine compliance with contract terms and conditions and to identify better ways for doing things in the future.

The goal is guaranteeing just on time delivery of inventory so that the client can accomplish their mission at the proper location, at the right time, with appropriate quantities of goods, and in serviceable condition.

In doing that, Stanley will evaluate logistics planning and procurements for all items and systems to ensure the necessary logistics resources have been applied to achieve and maintain desired objectives. This starts by evaluating and ensuring that individual business objectives and supporting strategies have been mutually agreed upon, understood, and are being (or can be) well executed. We participate in logistics management reviews, transition meetings, maintenance workload planning conferences, and other conferences that would be held as part of the global planning process. There we utilize all forms of logistics data and relational databases to evaluate and substantiate our data analysis. We identify mission critical items and define and describe cost degraders that are candidates for maintainability improvements.

Ongoing and detailed management, trend, and cost analyses are performed to determine that intermediate and/or loss in transit costs are consistent with historical and projected costs for the new/modified systems. Data from best value analysis studies, trade analysis studies, and logistic support analyses are input into source databases for each of the operational elements.

If necessary we will conduct a survey of existing performance and system capabilities. We will even assess the efficiency and effectiveness of the business change process and implementation schema.

We identify problem areas, document results, provide appropriate background data, and recommended solutions. We monitor and distribute prime contract Technical Directives to clarify terms and conditions within contracts. We use simulation and modeling to conduct maintenance and reliability analysis. We analyze transaction data to ensure overall validity and accuracy in outcome. Modeling is utilized to determine future requirements annually and in response to maintenance workload based on a five-year projection matrix.

SIN 874-503 and SIN 874-503 RC: Distribution and Transportation Logistics

Stanley is involved with fleet planning, operations and maintenance for several of its clients. A large portion of Stanley's operational site support functions surround the planning for and actual loading of vessels in an Atlantic seaport. Stanley has developed many models of transport operations at a variety of levels of detail, from corporate planning to precise shipboard loading algorithms for containers as well as fuel movements. Personnel are involved in all aspects of the ship loading process for eventual transportation of equipment, material, and hazardous materials to the deployment site. Stanley analysts use data contained in the information systems to develop plans for use in supporting the ship up- and down-loading processes.

Stanley also facilitates the development of all transportation documentation requirements in a movement. Stanley provides transportation logistics support through the development and maintenance of interfaces with the planning tools used prior to a deployment.

SIN 874-504 and SIN 874-504 RC: Deployment Logistics Services

Services that include, but are not limited to providing expert advice, assistance, guidance, management, or operational support services that permit the deployment of supplies, equipment, materials and associated personnel. Examples of the type of services that may be performed under this SIN include deployment logistics consulting; war gaming (field exercises); contingency planning; inventory and property requirements planning, movement, storage and accountability systems; asset management (including pre-positioning assets); space planning and project integration/implementation; public and private sector support and/or resources; facilitating customs processing/accountability; scenario based field exercises; communication and logistics systems design, plan, deployment and operation; medical and emergency unit storage and restocking management; program and project management.

SIN 874-505 and SIN 874-505 RC: Logistics Training Services

Stanley is engaged in training at all levels. Training for one client may involve many different aspects of their logistics business and the underlying technology that support the business. Also the client is generally a global organization. Thus, Stanley provides training through a mobile training team (MTT) whose breadth features high-level transportation and logistics policy lessons intermixed with hands-on software training down to the use of global positioning equipment and its applications in the field. MTT engagements are conducted at client sites worldwide.

The team is equipped with hardware, software, and training materials that constitute a portable classroom. Classroom size averages 25-30 students.

Stanley also develops, implements, and coaches in Computer Based Training (CBT) via interactive, multi-media based tools that provide complete training on an individual basis. Any “lesson” can be completed from start to finish using step-by-step instructions and context sensitive help tools.

For one client who faces the complexity of deployment planning and normal military turnover in the performance of their logistics requirements, training from afar has become an absolute necessity. Thus Stanley is required to take the required training to the users. In this instance, the system designers embedded a Computer-Based Training (CBT) program into every station. At the station, the computer senses the user’s behavior and suggests training exercises to improve performance. The scope of this training varies from quick reference to comprehensive, and involves situations from crisis response to sustainment training.

Stanley is expert as providing Configuration Management training and workshops. The scope ranges from the sharing of configuration management expertise and experience to the approach and methods by which one can establish a set of technical directives to manage and control configuration management responsibilities. This training is targeted to those who provided who provide Configuration Management process support services and leads to certification for users staff.

SIN 874-507 and SIN 874-507 RC: Operations & Maintenance (O&M) of Logistics Management and Distribution Systems.

Stanley provides full turnkey operations support for the major logistics systems of two military clients. This includes the maintenance and support services, the O&M of systems and components, and technology refreshes to improve system and logistics performance. We provide best practices, technologies, and methodologies to plan, design, implement, manage, operate and maintain those logistic systems.

Stanley provides O&M support and developed a system to remotely administer all sites of an extended database system. Version control and system reliability are ensured through the application of advanced system configuration management and quality assurance controls. We routinely complete remote installation of upgrades at 35 sites worldwide, including 18 servers and 500 client computers within a 24-hour period.

LABOR CATEGORY DESCRIPTIONS FOR ALL SINS

Commercial Job Title: PROGRAM MANAGER (LOGISTICS)

Minimum/General Experience: Directs the performance of a variety of logistics-related projects. Primary point of contact to the client for all efforts performed under the program. Manages and provides logistical technical expertise that includes, but not limited to: (1) supply and value chain management services, (2) acquisition logistics, (3) distribution and transportation logistics services, (4) deployment logistics services, (5) logistics training services, (6) support products, and (7) introduction of new services.

Functional Responsibility: Examples of duties and responsibilities are as follows:

- Responsible for the effective management of the funds and personnel, and is accountable for the quality and timely delivery of all contractual items.
- Operates within client guidance, contractual limitations, and Company business and policy directives. Serves as focal point of contact with client regarding program activities.
- Ensures that all required resources including manpower, production standards, computer time, and facilities are available for program implementation.
- Manages program consisting of multiple projects including project identification, design, development and delivery.
- Maintains the development and execution of business opportunities based on broad, general guidance. Responsible for marketing new technology and follow-on business acquisitions.
- Confers with project manager to provide technical advice and to assist with problem resolution.

Educational and Years Experience Requirements:

Level 1 - Bachelor's degree and 4 yrs of experience

Level 2 - Bachelor's degree 7 yrs of experience

Level 3 - Masters degree and 4 yrs of experience

Level 4 - Masters degree and 7 yrs of experience

Commercial Job Title: SENIOR FUNCTIONAL SPECIALIST (LOGISTICS)

Minimum/General Experience: Provides oversight to tasks performed within a specific logistic functional area. Typical logistics functional areas supported may include but are not limited to: training, transportation, warehousing, and freight forwarding. Typically reports to the Logistics Program Manager.

Functional Responsibility: Examples of duties and responsibilities are as follows:

- Provides technical and administrative direction to personnel performing specific logistics tasks under the Logistics Functional Manager's assigned areas of responsibilities.
- Reviews work products for correctness, adherence to logistics concepts and user standards, and progress in accordance with established schedules.
- Performs logistics analysis, establishes programs to monitor performance, develops reports, analyzes user needs to determine functional and cross-functional requirements.
- Coordinates with the Program and Project Managers to ensure problem solution and user satisfactions.
- Maintains liaison with higher, lower and lateral activities to solve logistical issues of mutual interest.
- Must demonstrate ability to work independently or with minimum general direction and supervision.

Educational and Years Experience Requirements:

Level 1 - Bachelor's degree and 5 yrs of experience

Level 2 - Bachelor's degree and 7 yrs of experience
Level 3 - Bachelor's degree and 8 yrs of experience

Commercial Job Title: FUNCTIONAL SPECIALIST (LOGISTICS)

Minimum/General Experience: Provides support to tasks performed within a specific logistic functional area. Typical logistics functional areas supported may include but are not limited to: training, transportation, warehousing, and freight forwarding. Typically reports to the Senior Functional Specialist or Logistics Program Manager.

Functional Responsibility: Examples of duties and responsibilities are as follows:

- Provides technical and administrative support performing specific logistics tasks under the Logistics Functional Manager's assigned areas of responsibilities.
- Supports logistics concepts and user standards, and progress in accordance with established schedules.
- Performs logistics analysis, establishes programs to monitor performance, develops reports, analyzes user needs to determine functional and cross-functional requirements.
- Maintains liaison with other activities to solve logistical issues of mutual interest.
- Must demonstrate ability to work independently or with minimum general direction and supervision.

Educational and Years Experience Requirements:

Level 1 – Associate's Degree
Level 2 - Bachelor's degree and 2 yrs of experience
Level 3 - Bachelor's degree and 3 yrs of experience
Level 4 - Bachelor's degree and 4 yrs of experience

Commercial Job Title: SENIOR LOGISTICS ANALYST

Minimum/General Experience: Performs a variety of logistics tasks, either independently or under supervision, which is broad in nature and are concerned with, but not limited to: (1) supply and value chain management services, (2) acquisition logistics, (3) distribution and transportation logistics services, (4) deployment logistics services, (5) logistics training services, (6) support products, and (7) introduction of new services.

Functional Responsibility: Examples of duties and responsibilities are as follows:

- Plans and performs logistics tasks and assignments in conformance with program and/or project logistics plans and governing directives.
- Supervises team of Logisticians/Analysts through completion of specific project tasks.
- Responsible for major logistic tasks of higher complexity and importance than those normally assigned to lower level logisticians.
- Coordinates the activities of lower level logisticians and Logistic Services Technicians assigned to specific engineering tasks.
- May perform other duties as assigned.

Educational and Years Experience Requirements:

Level 1 - Bachelor's degree and 2 yrs of experience.
Level 2 - Bachelor's degree and 4 yrs of experience.
Level 3 - Masters degree and 4 yrs of experience.
Level 4 - Masters degree and 8 yrs of experience.

Commercial Job Title: LOGISTICS ANALYST

Minimum/General Experience: Under supervision, performs a variety of logistics tasks which are broad in nature and are concerned with, but not limited to: (1) supply and value chain management services, (2) acquisition logistics, (3) distribution and transportation logistics services, (4) deployment logistics services, (5) logistics training services, (6) support products, and (7) introduction of new services. Performs with some latitude for unreviewed actions and decisions. Typically reports to the Senior Logistics Analyst or Program Manager.

Functional Responsibility: Examples of duties and responsibilities are as follows:

- Performs logistics tasks assigned and monitored by senior logisticians.
- Responsible for the logistics part of a major project or a project of lesser complexity and importance than those normally assigned to a higher level logistician.
- Coordinates the activities of Junior Logisticians and Logistics Services Technicians assigned to specific logistics projects.
- May perform other duties as assigned.

Educational and Years Experience Requirements:

Level 1 – High school or GED

Level 2 – Bachelors Degree and 1 year experience

Commercial Job Title: TECHNICIANS (LOGISTICS)

Minimum/General Experience: Workers who support warehousing, freight forwarding, packaging, driver, and other required logistic functions. Logistics Services Technicians typically provide tradesman support to distribution, transportation, and warehouse operations. Logistics Services Technicians typically report to a Logistics Functional Manager who is assigned responsibility for a specific logistics function such as freight forwarding, warehouse operations, etc.

Functional Responsibility: Examples of duties and responsibilities are as follows:

- Performs duties within a logistics function in accordance with established policies and procedures. These duties depend upon the specific logistic being supported and can include, but are not limited to such tasks as: receipt and unloading of items at a warehouse, packaging and storing of items, delivery of items, etc.
- Possesses the necessary skills and requisite training required to support the specific logistics function he or she is assigned to support.

Educational and Years Experience Requirements:

Level 1 – High School Diploma

Level 2 – High School Diploma and 3 yrs of experience

Level 3 – Bachelor's Degree and 2 yrs of experience

Commercial Job Title: SENIOR LOGISTICS TECHNOLOGY SPECIALIST

Minimum/General Experience: Provides expertise in the design, modification, maintenance and enhancement of various logistics systems throughout their lifecycle. Possesses an in-depth understanding of logistics both functional and technical requirements, existing legacy logistics systems, modernization requirements, and current methodologies and practices.

Functional Responsibility: Manage functional Logistics tasks and personnel. Provides lifecycle logistics solutions. Coordinates with logistics managers and the client in determine requirements needed to support specific logistics functions. Provides interface, as appropriate, to existing legacy systems to gather/provide needed logistics information and data. Provides training on enhancements, maintenance and operation of logistics systems. May perform other duties as assigned.

Educational and Years Experience Requirements:

Level 1 – Bachelors Degree and 3 years of experience

Level 2 – Bachelors Degree and 5 years of experience

Level 3 – Bachelors Degree and 7 years of experience

Level 4 – Masters Degree and 7 years of experience

Commercial Job Title: LOGISTICS TECHNOLOGY SPECIALIST

Minimum/General Experience: Provides support in the design, modification, maintenance and enhancement of various logistics systems throughout their lifecycle. Possesses an understanding of logistics both functional and technical requirements, existing legacy logistics systems, modernization requirements, and current methodologies and practices. May perform other duties as assigned.

Functional Responsibility: Assist with the implementation and roll-out of logistics solutions. Coordinates with the client in determining (or to determine) requirements needed to support specific logistics functions. Gather/provide needed logistics information and data. Assist with the training on enhancements, maintenance and operation of logistics systems. May perform other duties as assigned.

Educational and Years Experience Requirements:

Level 1 – High school diploma or GED

Level 2 – High school diploma or GED and 4 years of experience

Commercial Job Title: SUBJECT MATTER EXPERT

Minimum/General Experience: Subject Matters Experts provide technical expertise, functional expertise, or consultant expertise on advanced and state-of-the-art methods, theories, and techniques required in the investigation and solution of complex logistics concepts, planning, design, and/or implementation problems.

Functional Responsibility: Examples of duties and responsibilities are as follows:

- He or she is often the highest level of individual contributor and is normally widely recognized for achievements, technical expertise, and meritorious standing within his or her professional field.
- Assesses user needs to determine logistics, technical and functional requirements.
- Determines most appropriate implementation strategies and coordinates with project staff as appropriate.

Educational and Years Experience Requirements:

Level 1 – Bachelor's degree and 7 yrs of experience

Level 2 – Masters degree and 8 yrs of experience

Commercial Job Title: ADMINISTRATIVE SUPPORT

Minimum/General Experience: Provide administrative-type support to logistics, technical and management-level personnel. This includes, but not limited to, documentation planning and support, project administration, general office support, word processing, spreadsheet development, executive secretarial support, human resource planning, event planning and administration, office relocation planning, mail services, records data input, etc.

Functional Responsibility: Examples of duties and responsibilities are as follows:

- Specializes in coordinating and planning office administration support.
- Understands and provides documentation planning and support, project administration, general office support, executive secretarial support, human resource planning, event planning and administration, office relocation planning, etc required in changing office environments.

Educational and Years Experience Requirements:

Level 1 - High school or GED.

Level 2 – High school diploma and 2 yrs of experience.

Level 3 – Associates degree and 2 yrs of experience.

Level 4 – Bachelor's degree and 2 yrs of experience

Experience Equivalencies (all categories)

Two (2) yrs of experience is considered equivalent to an Associates Degree.

Four (4) yrs of experience is considered equivalent to a Bachelor's Degree.

Four (2) yrs of experience + BS/BA is equivalent to a Master's Degree.

HOURLY LABOR RATES - Customer Site Rates

	9/5/2008	9/5/2009	9/5/2010	9/5/2011	9/5/2012
	-	-	-	-	-
GSA LABOR CATEGORY	9/4/2009	9/4/2010	9/4/2011	9/4/2012	9/4/2013
Admin 1	\$16.78	\$17.42	\$18.08	\$18.77	\$19.48
Admin 2	\$30.90	\$32.08	\$33.29	\$34.56	\$35.87
Admin3	\$37.30	\$38.71	\$40.18	\$41.71	\$43.30
Admin 4	\$56.07	\$58.20	\$60.42	\$62.71	\$65.09
Functional Specialist (Logistics) 1	\$30.22	\$31.36	\$32.56	\$33.79	\$35.08
Functional Specialist (Logistics) 2	\$41.34	\$42.91	\$44.55	\$46.24	\$48.00
Functional Specialist (Logistics) 3	\$47.69	\$49.50	\$51.38	\$53.33	\$55.36
Functional Specialist (Logistics) 4	\$58.29	\$60.51	\$62.81	\$65.20	\$67.67
Sr. Functional Specialist (Logistics) 1	\$68.61	\$71.22	\$73.93	\$76.73	\$79.65
Sr. Functional Specialist (Logistics) 2	\$71.03	\$73.73	\$76.53	\$79.44	\$82.46
Sr. Functional Specialist (Logistics) 3	\$88.80	\$92.18	\$95.68	\$99.31	\$103.09
Logistics Analyst 1	\$34.77	\$36.09	\$37.47	\$38.89	\$40.37
Logistics Analyst 2	\$42.28	\$43.88	\$45.55	\$47.28	\$49.08
Sr. Logistics Analyst 1	\$56.07	\$58.20	\$60.42	\$62.71	\$65.09
Sr. Logistics Analyst 2	\$69.46	\$72.10	\$74.84	\$77.69	\$80.64
Sr. Logistics Analyst 3	\$90.08	\$93.50	\$97.05	\$100.74	\$104.57
Sr. Logistics Analyst 4	\$149.49	\$155.17	\$161.07	\$167.19	\$173.54
Logistics Tech Spec 1	\$36.04	\$37.41	\$38.83	\$40.31	\$41.84
Logistics Tech Spec 2	\$48.90	\$50.76	\$52.69	\$54.69	\$56.77
Sr. Logistics Tech Spec 1	\$74.37	\$77.20	\$80.13	\$83.18	\$86.34
Sr. Logistics Tech Spec 2	\$95.19	\$98.81	\$102.57	\$106.46	\$110.51
Sr. Logistics Tech Spec 3	\$112.17	\$116.43	\$120.85	\$125.45	\$130.21
Sr. Logistics Tech Spec 4	\$127.12	\$131.95	\$136.97	\$142.17	\$147.58
Program Manager (Logistics) 1	\$65.98	\$68.48	\$71.08	\$73.79	\$76.59
Program Manager (Logistics) 2	\$80.88	\$83.95	\$87.14	\$90.46	\$93.89
Program Manager (Logistics) 3	\$90.03	\$93.45	\$97.00	\$100.68	\$104.51
Program Manager (Logistics) 4	\$112.17	\$116.43	\$120.85	\$125.45	\$130.21
Subject Matter Expert 1	\$100.22	\$104.03	\$107.98	\$112.08	\$116.34
Subject Matter Expert 2	\$180.13	\$186.98	\$194.08	\$201.46	\$209.12
Technician (Logistics) 1	\$21.14	\$21.95	\$22.78	\$23.65	\$24.55
Technician (Logistics) 2	\$28.66	\$29.75	\$30.88	\$32.05	\$33.27
Technician (Logistics) 3	\$52.68	\$54.68	\$56.76	\$58.91	\$61.15

HOURLY LABOR RATES - Contractor Site Rates

	9/5/2008	9/5/2009	9/5/2010	9/5/2011	9/5/2012
	-	-	-	-	-
GSA LABOR CATEGORY	9/4/2009	9/4/2010	9/4/2011	9/4/2012	9/4/2013
Admin 1	\$21.09	\$21.89	\$22.73	\$23.59	\$24.49
Admin 2	\$38.63	\$40.10	\$41.63	\$43.21	\$44.85
Admin 3	\$46.62	\$48.39	\$50.23	\$52.14	\$54.12
Admin 4	\$70.70	\$73.38	\$76.17	\$79.07	\$82.07
Functional Specialist (Logistics) 1	\$37.76	\$39.20	\$40.69	\$42.23	\$43.84
Functional Specialist (Logistics) 2	\$51.68	\$53.65	\$55.68	\$57.80	\$60.00
Functional Specialist (Logistics) 3	\$60.12	\$62.41	\$64.78	\$67.24	\$69.79
Functional Specialist (Logistics) 4	\$74.27	\$77.09	\$80.02	\$83.06	\$86.22
Sr. Functional Specialist (Logistics) 1	\$82.73	\$85.87	\$89.14	\$92.52	\$96.04
Sr. Functional Specialist (Logistics) 2	\$88.77	\$92.14	\$95.64	\$99.28	\$103.05
Sr. Functional Specialist (Logistics) 3	\$113.19	\$117.50	\$121.96	\$126.59	\$131.41
Logistics Analyst 1	\$43.47	\$45.12	\$46.84	\$48.62	\$50.47
Logistics Analyst 2	\$52.84	\$54.85	\$56.94	\$59.10	\$61.35
Sr. Logistics Analyst 1	\$70.70	\$73.38	\$76.17	\$79.07	\$82.07
Sr. Logistics Analyst 2	\$86.84	\$90.14	\$93.56	\$97.12	\$100.81
Sr. Logistics Analyst 3	\$112.57	\$116.85	\$121.29	\$125.90	\$130.68
Sr. Logistics Analyst 4	\$188.51	\$195.67	\$203.11	\$210.83	\$218.84
Logistics Tech Spec 1	\$45.05	\$46.76	\$48.54	\$50.38	\$52.30
Logistics Tech Spec 2	\$61.13	\$63.45	\$65.86	\$68.36	\$70.96
Sr. Logistics Tech Spec 1	\$92.96	\$96.50	\$100.16	\$103.97	\$107.92
Sr. Logistics Tech Spec 2	\$118.98	\$123.50	\$128.19	\$133.06	\$138.12
Sr. Logistics Tech Spec 3	\$141.43	\$146.80	\$152.38	\$158.17	\$164.18
Sr. Logistics Tech Spec 4	\$158.91	\$164.95	\$171.21	\$177.72	\$184.47
Program Manager (Logistics) 1	\$82.47	\$85.60	\$88.86	\$92.23	\$95.74
Program Manager (Logistics) 2	\$101.96	\$105.84	\$109.86	\$114.03	\$118.37
Program Manager (Logistics) 3	\$112.54	\$116.82	\$121.26	\$125.86	\$130.65
Program Manager (Logistics) 4	\$141.43	\$146.80	\$152.38	\$158.17	\$164.18
Subject Matter Expert 1	\$126.33	\$131.14	\$136.12	\$141.29	\$146.66
Subject Matter Expert 2	\$225.16	\$233.72	\$242.60	\$251.82	\$261.39
Technician (Logistics) 1	\$26.44	\$27.44	\$28.49	\$29.57	\$30.69
Technician (Logistics) 2	\$35.81	\$37.17	\$38.58	\$40.05	\$41.57
Technician (Logistics) 3	\$65.85	\$68.35	\$70.95	\$73.65	\$76.45